

REAL ESTATE NEWS; PERIODICAL LULL

Increased Inquiry, But Actual Sales Have Fallen Off in Volume.

SMALL PROPERTY LEADS IN ACTIVITY

Smaller Sales Reported, but Agents Are Kept Busy Attending to Inquirers Who Are Going to Buy a Little Later On—Auction Sales.

There has been during the past week something of a lull in the real estate business—that is, a lull in a certain sense. There was enough of activity in the matter of inquiry, and the evidence is abundant that buyers are plentiful for small properties, but for one reason and another the number of sales actually consummated fell off considerably, as compared with the sales of several weeks past. One agent sized up the general situation pretty accurately, when in speaking of his own experience he said: "I have been busy enough entertaining inquirers, who apparently really want to buy, and I have shown a great deal of property, but, without feeling that I have actually lost a customer, I have made very few sales. The old hackneyed expression, 'getting them on the string' constitutes the results of the larger part of my efforts this week."

The majority of the agents make similar reports, and while the actual sales of the week as a whole, as far as is ascertained, fared less than usual, in fact less than \$100,000, the agents are not complaining of dull times.

There is much inquiry for the smaller classes of property, and the agents feel that these inquiries are going to result in early sales to home builders, but the most of them are yet on the string.

Some Good Sales, Anyhow.

The rather extended "long season in May," which always brings heavy clouds loaded with much business, played havoc with auction sales the past week, but such sales as could be made between the downpours of rain were very satisfactory to the sellers, and apparently to the buyers also.

Nevertheless, notwithstanding all the drizzle, some business was done. The largest sale of the week, as far as is heard from, was made by Pollard & Bagby. It was a sale of vacant property in the West End amounting to \$12,000. The firm making the deal withholds particulars.

Messrs. C. L. and H. L. Denoon report active inquiry, some fairly good sales and a growing demand for first-class property.

They have sold recently a West Broad Street store for \$3,500; two dwellings on Marshall Street for \$3,050; a brick dwelling on North Twelfth Street for \$2,850; dwelling on West Main Street for \$3,700; two dwellings on Kensington Avenue, and several small properties.

A. J. Chewning Company report six sales of residential property, and a few small vacant lots. The sales of residences ranged from \$5,000 down to \$900, the total being about \$14,000.

Messrs. J. Thompson Brown & Company made several small deals aggregating about \$12,000.

Messrs. N. W. Bove & Son disposed of several small lots and a property, and they report an active inquiry, showing that there is business ahead.

Messrs. Blanton & Purcell had several auction sales during the week, which were well attended, and good results obtained. They also sold several lots in the Annex and some small investment property.

They will sell at auction on Monday No. 197 Wallace Street; on Tuesday No. 2107 Grove Avenue, and on Wednesday No. 2009 Floyd Avenue. This is a nice residential property, and the sales will doubtless be well attended.

Coming Business.

Among other auction sales announced for this week is an attractive offering for to-morrow by N. W. Bove & Son. They will offer about twelve acres of handsome suburban property located on the extension of Floyd, Main and Cary Streets, just east of the Belvidere. This sale, which will take place in the afternoon, will doubtless attract unusual attention.

Tuesday afternoon at 5:30 o'clock Messrs. J. B. Elam & Co. will offer the residential property No. 721 North Twenty-third Street. This is a trustee's sale of a spacious dwelling in an attractive part of the city.

Lively in the Suburbs.

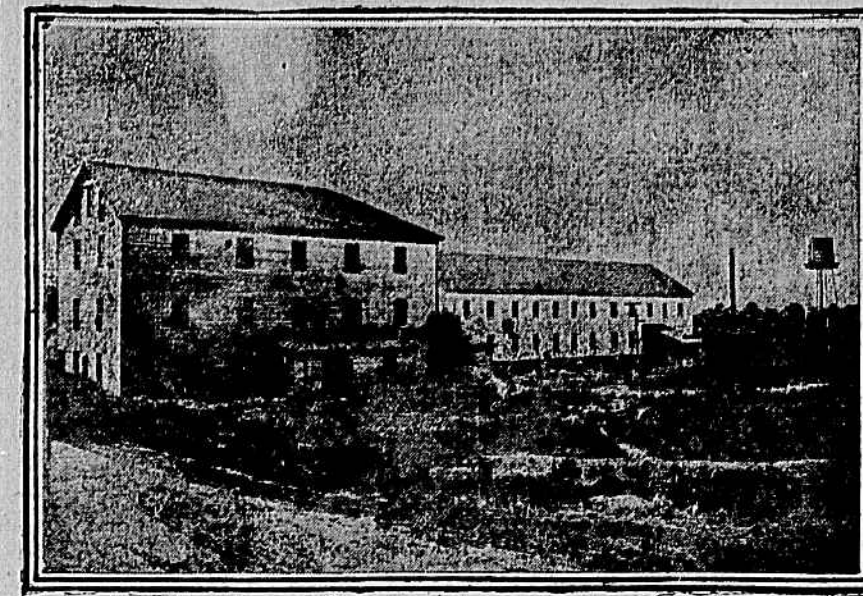
In the suburbs business has been fairly active. Numbers of lots have been sold in Brookland Park, Highland Park, on the Plateau, and in Barton Heights.

Ginter Park lots to the value of about \$10,000 were sold during last week, and sales for many more are now in process of being closed. The big success of the park is well-earned one, and it is destined to see a great development boom during the coming months. In fact, it is now under way, for new homes are being started every week.

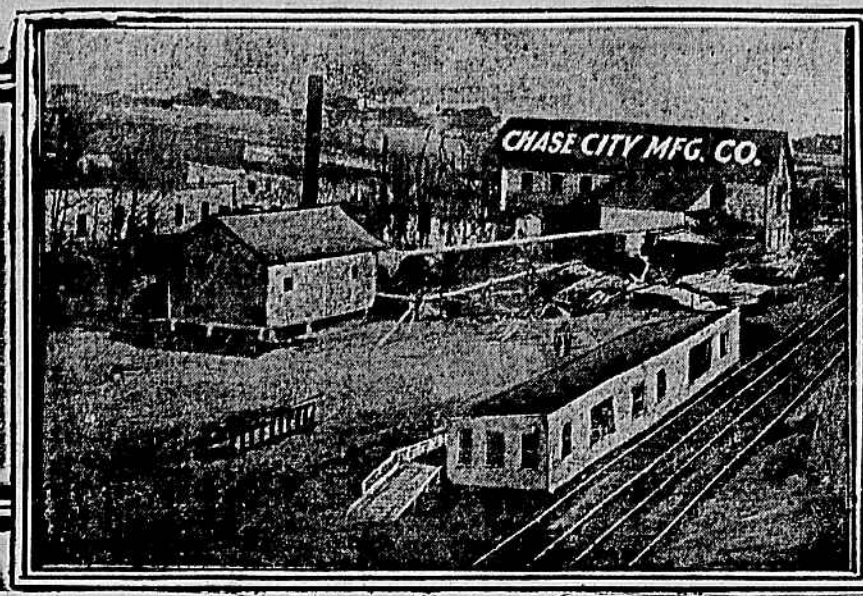
The building of the Chamberlayne Avenue extensions is going forward steadily, and this promises to be one of the finest and most popular boulevards leading from the city to the beautiful suburbs lying to the north of Richmond.

The volume of pleasure driving over the fine avenues in the Ginter Park section has increased rapidly of late, and it will continue to grow as the knowledge spreads of the good roads thereabouts.

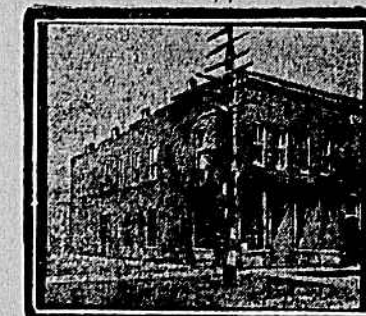
INDUSTRIAL SCENES IN SOLID CHASE CITY



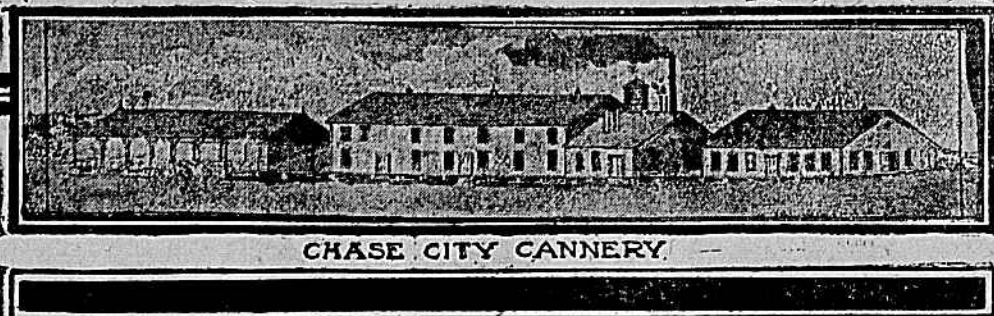
ROBERT'S TOBACCO FACTORY



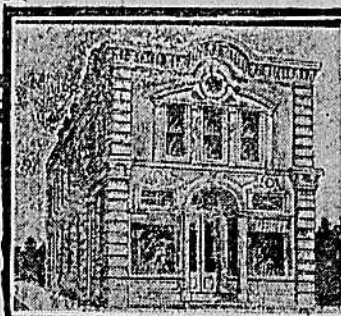
CHASE CITY MFG. CO.



FIRST STATE BANK



CHASE CITY CANNERY



BANK OF CHASE CITY

MWANZA WILL BE TRADING CENTRE

Town on Lake Victoria, With Odd Population, Has Big Business Future.

A NATION OF STOCK RAISERS

Big Business Sending Hides to America—How Trade Is Carried On.

BY FRANK G. CARPENTER.
[Special Correspondence of The Times-Dispatch.]

Mwanza.

I have left Bukoba and have come to the extreme southern end of Lake Victoria. The distance was ninety-three miles, and our little steamer was all day coasting the shores. We made our way along a rocky coast, and are now at a harbor surrounded by great hills and boulders of granite.

The lower part of Lake Victoria is cut up by great bays. At my left is Speke Gulf, which extends fifty miles inland, and at my right is Emin Pasha Bay, which was discovered by Stanley and Emin after they thought they had outlined this part of the lake. Lying between these is the estuary upon which the town of Mwanza is situated. It is the place where John Hanning Speke first saw Lake Victoria and announced its existence to the world. The first man to go clear around the lake was Henry M. Stanley, who navigated it in a boat rowed by natives.

The German Town of Mwanza.

Stand with me on the steamship Winifred and take a look at this town of Mwanza. It runs around a harbor, which is the shape of a bow, and is well guarded by small rocky islands. The entrance is so narrow that we seem to be in a little lake shut off from the front of which black soldiers in khaki march up and down.

At the right of the custom house are the low bungalows, with white walls and red roofs, which form the hospital and offices of the civil governor, while at the left, high up on a hill, is the home of the military commander. Between that and the shore extends a forest of oil palm, and farther back, behind the fort, running for miles into the country, is the native village of Mwanza, with its Hindu stores and thatched huts. The village is cut up by wide streets. There are many trees, and everything looks spick and span and new.

A Future Trading Centre.

Before I take you on shore let us look at the scenes about the wharf, and the loading and unloading of the steamer. This will give some idea of the trade of the region, and of what is going on away out here in the heart of East Africa. Only a few years ago this country was absolutely unknown. It was supposed to be an impenetrable wilderness; its people were in continual warfare and the chief business was the buying and selling of slaves and ivory. Now, however, its products, and the riches of its natives are wearing our cottons.

See that great bale of goods which is being taken off now. That contains American, a kind of sheeting which brings more and sells better than any brought in from England, Germany or India, although they all compete with it. Those hides which are coming down to the ship on the heads of that gang of natives are destined to be made into boots and shoes in our American factories, and even now many of you have Lake Victoria cow skins under your feet. We formerly got our best goat skins from the Somali coast, and they were shipped from Aden, Arabia.

Then one of the Uganda officials, who had been on duty in British Somaliland, decided that the goatskins from there might be sent to America, and so an immense trade in that product has grown up north of the lake. It has extended down, by the way, to the south, and some of our finest skins now come from this region. This is

(Continued on Last Page.)

NEW PRINCESS ANNE NOW IN PROSPECT

Virginia Beach Has Comforts and Attractions No Other Resort Can Boast Of.

VIRGINIA BEACH, VA., May 23.—This new famous seaside resort has some advantages that others of its class do not enjoy. As everybody knows the finest trucking country in the world is within gunshot of hotels and cottages here, and every day in the season fresh vegetables are to be found right at the doors of the cottages and the hotels. Of course the fresh fish just out of the salt water is an attraction, and that attraction is no more pronounced anywhere on the earth than here.

The Norfolk markets furnish everything else that is lacking, and two special package cars are run daily over the Norfolk and Southern road for the special accommodation of the marketmen. Practically, therefore, the Norfolk market is at Virginia Beach's door.

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An Old Concern in New Quarters.

The Anderson Label Printing Company (Inc.) for many years located at Nos. 1335-37 East Franklin Street, has moved into its beautiful four-story building, No. 2 Governor Street.

This concern makes a specialty of printing all classes of labels, such as are used by druggists and shoe manufacturers. This business, which was started several years ago, on a very small scale, by Mr. Julian C. Anderson, now president of the concern, has gradually grown to such a magnitude that it now requires a large force of skilled workmen, and the most modern machinery to turn out the orders, which come to them from nearly every State in the Union.

In addition to printing all classes of labels, they do a general job printing business, including such things as office stationery, circulars, cards, folders, announcements, etc.

The officers of the company are Julian C. Anderson, W. M. Anderson and A. M. Watt, who are wide-awake, hustling business men, who leave no stone unturned to get and hold business, and with such men at the head of the concern, it is safe to predict a successful future for them in their new quarters.

North Carolina Charters.

FINE PLANTING SEASON

Tobacco Growers of Pittsylvania Well Advanced With Their Work.

[Special to The Times-Dispatch.]

CHATHAM, VA., May 23.—The past several days have been a most ideal season for planting tobacco, and nearly 75 per cent. of the crop has been set out and is standing well. The acreage in some sections is larger than last year, but as a whole the crop will be about the same.

The wheat crop is improved by the rain, and gardens are growing rapidly and looking very well.

Dr. W. A. Brumfield, for several years located at Renah, Pittsylvania County, but recently at Blacksburg, S. C., has returned to this country and will succeed Dr. Hawley M. Shelton at Keeling, this county. Dr. Shelton will leave in a short while to locate in Huntersville, a suburb of Norfolk.

TRUCK-GROWERS BUSY

Large Shipments Being Made From Northern Prices Low.

[Special to The Times-Dispatch.]

NEWBURN, N. C., May 23.—The rain this week has seriously interfered with the movement of truck. Last week the Norfolk and Southern ran an extra truck train out of here on four days of the week besides the regular trains, and the movement was between twenty-five and thirty cars a day. Beans are coming in at a good rate, and the first barrels of potatoes were brought in on Wednesday by a Mr. Spruill, and were bought for the local market at \$2.75 per barrel. In a week or ten days potatoes will be on in full, and a big crop seems to be in prospect.

The prices are low, and many of the farmers claim that they are losing money on every package shipped. On the other hand, the yield seems to be large and the quality good.

FRUIT AND VEGETABLES

Growers in Montgomery Reaping Good Harvests.

[Special to The Times-Dispatch.]

CHRISTIANBURG, VA., May 23.—Owing to the ease with which labor can be secured the farmers have put in heavy crops, and the prospect for fruit is the brightest crop we have had for years. Numbers of farmers are raising string beans and tomatoes to be sold to the canning factory here.

Mr. W. T. Howard, of Childress, has five acres in strawberries and five in raspberries. These are bearing so plentifully that he hopes to clear \$2,000 above the expense of labor and packing.

The soil of the county is well adapted to raising, and the farmers easily clear \$30 an acre from this crop.

If the summer fulfills the promise of the spring there will be an abundance of food for man and beast in this section.

KEYSVILLE WIDE AWAKE.

Hungry Travelers Get Fine Virginia Dinners at the Hotel Charlotte.

KEYSVILLE, VA., May 23.—The warehouses are closing a most successful tobacco season. The exact figures are not just now obtainable, but it is sure that this market sold more of the weed this season than ever before.

In spite of panicky times the merchants of Keysville and all of its industries have enjoyed good business this spring. With the good wheat crops that are soon to be harvested the roller mills here have busy days on ahead.

Under the new schedule on the Southern Railway two trains tarry here each day for dinner, and from a dozen to fifty hungry passengers enjoy good old-fashioned Virginia dinners at the neat and commodious Hotel Charlotte.

The Durham Dispatch and the Danville-Richmond trains unload the hungry travelers right at the front door of the Charlotte.

KENBRIDGE TO BE A TOBACCO MARKET

Two Warehouses and Two Large Prizeries to Be Erected at Once.

KENBRIDGE, VA., May 23.—The Lunenburg County Board of Trade at an adjourned meeting took steps that make it a certainty that Kenbridge will be an important leaf tobacco market. Over \$3,000 was subscribed at this meeting toward the common and preferred stock of the Lunenburg Warehouses and Tobacco Company. There will be more than \$3,000 of common stock paid in, which will act as an absolute guarantee to that extent to the 7 per cent. preferred cumulative guaranteed dividend stock. With this fine guarantee back of the preferred stock the opinion was expressed that no great difficulty will be experienced in securing subscribers in Lunenburg and adjoining counties for all of the stock necessary to complete the two prizehouses and warehouses.

It was decided to construct all of the buildings of frame, but the warehouses will be so constructed that they can be veneered with brick should circumstances justify it at a later period. These warehouses will also be constructed so that in the event that in years to come Kenbridge should become an "association market," the warehouses can be used by the Farmers' Association for storage-houses.

The prizehouses will be 40x100 and the warehouses 80x100. An interest is being taken throughout Lunenburg and adjacent territory in the construction of these buildings.

The making of a tobacco centre of Kenbridge will be the most important factor in the upbuilding of the town and the advantages to be derived will be reaped by Lunenburg County throughout its borders. Subscriptions are now in the hands of the committee, composed of J. C. Blackwell, chairman, R. E. Gee, V. C. Love, D. T. Kennedy, and John E. Walker.

PLEASED WITH KENBRIDGE.

Colonel Marr, of the Virginia Polytechnic Institute, Visits Lunenburg.

[Special to The Times-Dispatch.]

KENBRIDGE, VA., May 23.—Colonel R. A. Marr, dean of the engineering department of the Virginia Polytechnic Institute, has been visiting friends in Kenbridge. Colonel Marr made an industrial address before the Lunenburg County Board of Trade, and expressed himself as greatly pleased with Lunenburg county and with the many advantages of Kenbridge. He stated that with the great undeveloped resources of Lunenburg county there could be no doubt but that Kenbridge would grow into a beautiful Virginia city. He expressed himself as especially pleased with the work that is being done by the Lunenburg County Board of Trade and was delighted with the people he met while here.

FISH ARE CAUGHT BY THE BOAT LOAD

Such Drafts of Menhaden in the Lower Chesapeake as Were Never Known.

LARGE CATCH OF BULL FROGS

This Becoming a Profitable Industry Along the Waters in Lancaster.

[Special to The Times-Dispatch.]

LANCASTER, VA., May 23.—The drooping spirits of the menhaden fishermen have been revived by the results achieved in the last two or three days. Up to last Wednesday the season had been the dullest ever known, only a few having cleared expenses. But Wednesday night surpassed all previous records. No such catch of fish is remembered by the oldest inhabitants. The lower Chesapeake was literally alive with them.

A fleet of twenty-seven fishing steamers swept up the bay that evening and succeeded in making such marvelous drafts with their seines as to recall those mentioned in the Scriptures. Heavy rain that evening broke from the sheer weight of the fish, but the fishermen hastily mended their seines and went for the fish again, the result being that all the steamers in the fleet were now loaded down almost to the water's edge. The five steamers owned by Bellows and Squires at Ocean, in the lower part of Lancaster, came in early that night, carrying as many fish as they could hold. The men worked all night unloading them, and yesterday two of the steamers were still lying at the wharf with their cargoes untouched, the force at hand being unable to handle them. Nearly all these fish were of the alewife variety, being fit only to be ground up and manufactured into fertilizer.

Profit in Bull Frogs.

Another profitable industry recently developed in this region is that of catching big bull frogs along the streams and marshes. Every night men and boys may be seen going along the shores in canoes, carrying a light which so blinds the frogs that they can be picked up and put in boxes till they can be shipped to Baltimore, where they bring from two to three dollars a dozen. One man near here is said to have made twelve dollars one night catching frogs. The light carried by the frog-catchers reminds one of the fire-fly lamp in the spectral bark, mentioned by Tom Moore in his beautiful poem entitled "The Lake of the Dismal Swamp." If this indiscriminate slaughter of bullfrogs continues, some think that the species will become extinct in these parts, and it is not improbable that the General Assembly will be called on at its next session to protect bullfrogs as was done some years ago in the case of muskrats on the Eastern Shore of Virginia.

Jail to Be Empty.

The May term of Lancaster Circuit Court is over, and Judge Wright has gone home to take a much-needed rest. There is now only one prisoner in the jail here, a young colored man named Alfred Tomlin, under sentence to the penitentiary for ten years on the charge of having beaten to death a young colored boy. When he goes to Richmond the jail will be without a tenant, unless some one gets committed in the meantime.

To Have New Post-Office.

WYTHEVILLE, VA., May 23.—An appropriation of \$5,000 has been made by Congress for the purchase of a site in Wytheville for a government building, and the committee or persons appointed to select the site are expected to arrive at any time. The post-office building here is totally unfit for the purpose, and a new building in a suitable location will be a great benefit and convenience to patrons of the office.

BUSINESS HUM IN SOLID CHASE CITY

Magnificent and Rich Back Country Gives Town a Firm Foundation.

FINANCIAL FLURRY DID NOT JOSTLE IT

Home of Wagon Works, Furniture Factory and Other Wood-working Plants—The Famous Mecklenburg Springs—Important Tobacco Market.

BY FRANK S. WOODSON, Industrial Editor.

CHASE CITY, VA., May 23.—Through no fault of its own this good town has been in the limelight of late, and in a rather unpleasant way. The troubles of the Bank of Mecklenburg at Boydton had some effect upon Chase City, because that unfortunate institution had a branch bank here. Chase City being the larger and more important business point the uninformed at a distance supposed the closing of the Boydton bank and its branch had hurt this town seriously. The truth is that except for the sympathy of the people for the popular managers of the branch bank, who, whether justly or unjustly, must bear a share of the blame for the troubles, this town was in no way jostled by the affair of the Bank of Mecklenburg. Some few will lose a little money perhaps, but Chase City is not to be seriously damaged in a business way by the failure of a branch bank.

Confidence in Home Banks.

While the people felt hurt that there should be any trouble, however slight, in any of the county financial institutions, their faith never weakened for an instant in their own town or in the solidity of the two banks, which are strictly Chase City institutions. As evidence of their faith in the two financial institutions—the Bank of Chase City and the First State Bank—the depositors in the disabled branch of the Mecklenburg bank went right along doing business with and making deposits in the two banks named just as if nothing had happened. These two banks, as soon as they learned of the troubles at Boydton, naturally supposed it might frighten the people, especially their country depositors, and so they prepared for a run.

Flow of Money Was Inward.

Instead of a run on the two banks each of them received more currency on deposit each day for fifteen days after the troubles of the Boydton concern than they were called upon to pay out on checks. Nothing could speak louder for the confidence of the people in the two banks than the fact that less than Virginia money was deposited in certificates withdrawn out of the two banks on account of the Boydton troubles, and to-day the two institutions have more money on deposit than they ever had before at this season of the year. So much for the so-called financial flurry and its effect upon the banks of this town. You would suppose that the failure of a branch banking institution to jostle the solid town of Chase City.

The Town's Backing.

Mecklenburg is one among the richest and most productive of Virginia counties, and Chase City is the centre of the western part of the county, and is regarded as the business metropolis of that rich western section and parts of the counties of Lunenburg, Charlotte, Prince Edward, Halifax and Brunswick. Chase City is the seat of Granville, Person, Vance and Warren counties, in North Carolina. I mean that the town draws trade and sells crops from the territory thus indicated, and a richer back country cannot be marked out on the maps of the two States.

The back country is rich in the following products, which come to Chase City to be converted into money: tobacco, cotton, corn, wheat, oats, potatoes, and all the good grasses, especially clover.

The lands are well timbered, and pine, oak, hickory, poplar, dogwood, gum, and other pulp woods are to be found in abundance, making Chase City one of the most extensive lumber markets and shipping points on the Southern Railway line.

There is within ten miles around Chase City immense forests of second growth pine, which are used for less staves and heads, vast quantities of hickory, which feed the spoke and handle factories here and elsewhere, and great oak forests which supply the raw material for the wagon factories here and other points along the Southern Railway, but I will speak of the lumber interest later on.

What the Lands Produce.

Within a circle of ten miles around Chase City the land is a chocolate loam, with a strong red clay subsoil, especially adapted to the grains and grasses. There is no land in Virginia that brings better returns from clover seeding, and hay is getting to be a big money crop in these parts. These lands have long been famous for the superior shipping tobaccos they produce, and that is why Chase City is such an important tobacco market.

It is only in late years, however, that special attention has been given in this section to grasses, and it has been found that the lands are superior for them. The natural result is that cattle and sheep and hog raising have become an industry that is bringing wealth to all who are actively engaged in it. Of all the creatures that live and grow fat on the grasses, sheep are proving the most profitable.

One Man's Experience.

The experience of Captain William Gilmore, who has a magnificent farm near town, is or may be that of every farmer. The captain says that the sheep is a good enough fertilizer factory for his land, and as such is simply worth its keep. Hence he considers the \$1.25 to \$1.50 he gets for the wool off the ewe in a year, and the \$8 he gets for his twin lambs as clear profit.

(Continued on Sixth Page.)